

Claims

I claim:

1. A method for an entity, the entity being a governmental or business entity, to procure a financial product from a financial institution comprising the steps of:

posting a request for a proposal (RFP) for the financial product of the entity to a website, the RFP having been authorized by the entity;

electronically notifying the financial institution that the RFP has been posted;

reviewing the RFP by the financial institution; and

electronically notifying the entity of a result of the review by the financial institution.

2. The method of claim 1 wherein posting the RFP to the website further comprises the steps of:

profiling the entity by obtaining information about the entity that may be utilized by the financial institution in making the financial institution's decision to offer the financial product to the entity;

providing a deal sheet, the deal sheet outlining the entity's need for the financial product; and

authorizing the posting of the RFP by an official of the entity.

3. The method of claim 2 wherein posting the RFP to the website further comprises the step of:

identifying at least one financial institution that will have access to the RFP posted at the website.

4. The method of claim 1 wherein reviewing the RFP by the financial institution further comprises the steps of:

retrieving the RFP from the website;
studying the RFP; and
deciding whether to offer the financial product to the entity based upon the study.

5. The method of claim 4 wherein studying the RFP further comprises the step of:

requesting additional information about the RFP.

6. The method of claim 1 wherein electronically notifying the entity of the result of the review by the financial institution further comprises the steps of:

assembling an offer for the financial product by the financial institution in a format that facilitates review by the entity; and

presenting the formatted offer to the entity.

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7. The method of claim 1 wherein the financial product being selected from the group consisting of investment products, trustee products, financing products, advisory products, depository products, employee retirement products, advisory products, and audit products.

8. A method for an entity, the entity being a governmental or business entity, to procure a financial product being selected from the group consisting of investment products, trustee products, financing products, advisory products, depository products, employee retirement products, advisory products, and audit products from a financial institution comprising the steps of:

posting a request for a proposal (RFP) for the financial product of the entity to a website, the RFP having been authorized by the entity, wherein posting further comprises the steps of profiling the entity by obtaining information about the entity that may be utilized by the financial institution in making the financial institution's decision to offer the financial product to the entity, providing a deal sheet, the deal sheet outlining the entity's need for the financial product, and authorizing the posting of the RFP by an official of the entity;

electronically notifying the financial institution that the RFP has been posted;

reviewing the RFP by the financial institution, wherein reviewing further comprises the step of retrieving the RFP from the website, studying the RFP, and deciding whether to offer the financial product to the entity based upon the study; and

electronically notifying the entity of a result of the review by the financial institution, wherein notifying the entity further comprises the steps of assembling an offer for the financial product by the financial institution in a format that facilitates review by the entity, and presenting the formatted offer to the entity.

9. A method for a governmental entity to procure a financial product from a financial institution comprising the steps of:

posting a governmental entity's request for a proposal (RFP) for the financial product to a website, the RFP having been authorized by the governmental entity;

electronically notifying the financial institution that the RFP has been posted;

reviewing the RFP by the financial institution; and

electronically notifying the governmental entity of a result of the review by the financial institution.

10. The method of claim 9 wherein posting the RFP to the website further comprises the steps of:

profiling the governmental entity by obtaining information about the governmental entity that will be helpful to the financial institution in making the financial institution's decision to offer the financial product to the governmental entity;

providing a deal sheet, the deal sheet outlining the governmental entity's need for the financial product; and

authorizing the posting of the RFP by an official of the governmental entity.

11. The method of claim 10 wherein posting the RFP to the website further comprises the step of:

identifying at least one financial institution that will have access to the RFP posted at the website.

12. The method of claim 9 wherein reviewing the RFP by the financial institution further comprises the steps of:

retrieving the RFP from the website;
studying the RFP; and
deciding whether to offer the financial product to the governmental entity based upon the study.

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13. The method of claim 12 wherein studying the RFP further comprises the step of:

requesting additional information about the RFP.

14. The method of claim 9 wherein electronically notifying the governmental entity of the result of the review by the financial institution further comprises the steps of:

assembling an offer for the financial product by the financial institution in a format that facilitates review by the governmental entity; and

presenting the formatted offer to the governmental entity.

15. The method of claim 9 wherein the financial product being selected from the group consisting of investment products, trustee products, financing products, advisory products, depository products, employee retirement products, advisory products, and audit products.

16. A method for a governmental entity to procure a financial product being selected from the group consisting of investment products, trustee products, financing products, advisory products, depository products, employee retirement

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products, advisory products, and audit products from a financial institution comprising the steps of:

posting a governmental entity's request for a proposal (RFP) for the financial product to a website, the RFP having been authorized by the governmental entity, wherein posting further comprises the steps of profiling the governmental entity by obtaining information about the governmental entity that may be utilized by the financial institution in making the financial institution's decision to offer the financial product to the governmental entity, providing a deal sheet, the deal sheet outlining the governmental entity's need for the financial product, and authorizing the posting of the RFP by an official of the governmental entity;

electronically notifying the financial institution that the RFP has been posted;

reviewing the RFP by the financial institution, wherein reviewing further comprises the step of retrieving the RFP from the website, studying the RFP, and deciding whether to offer the financial product to the governmental entity based upon the study; and

electronically notifying the governmental entity of a result of the review by the financial institution, wherein notifying the governmental entity further comprises the steps of assembling an offer for the financial product by the financial

institution in a format that facilitates review by the governmental entity, and presenting the formatted offer to the governmental entity.